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- ILLEGIBLE TEXT
- SKEWED/SLANTED IMAGES
- COLORED PHOTOS
- BLACK OR VERY BLACK AND WHITE DARK PHOTOS
- GRAY SCALE DOCUMENTS

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10

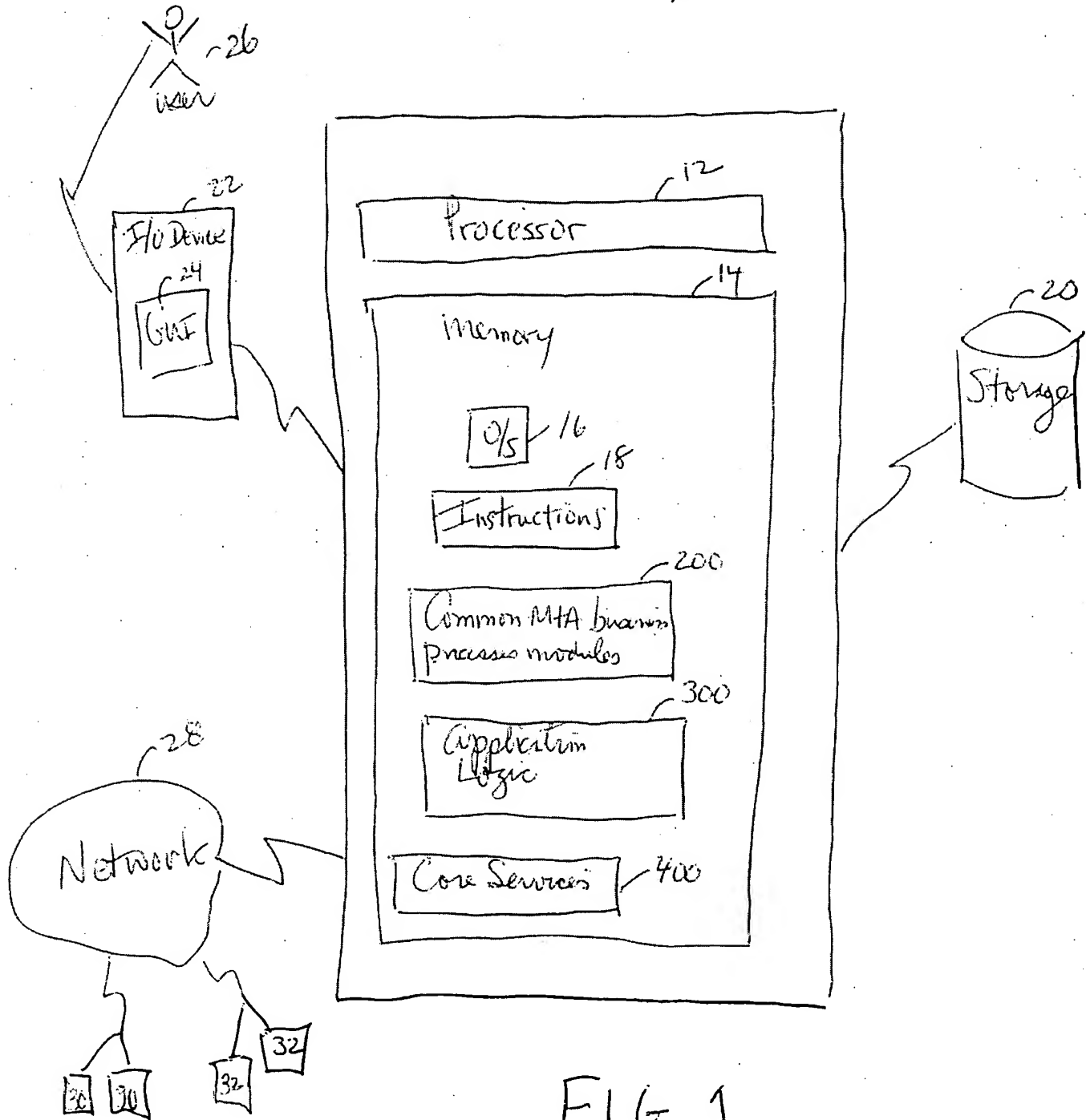


FIG. 1

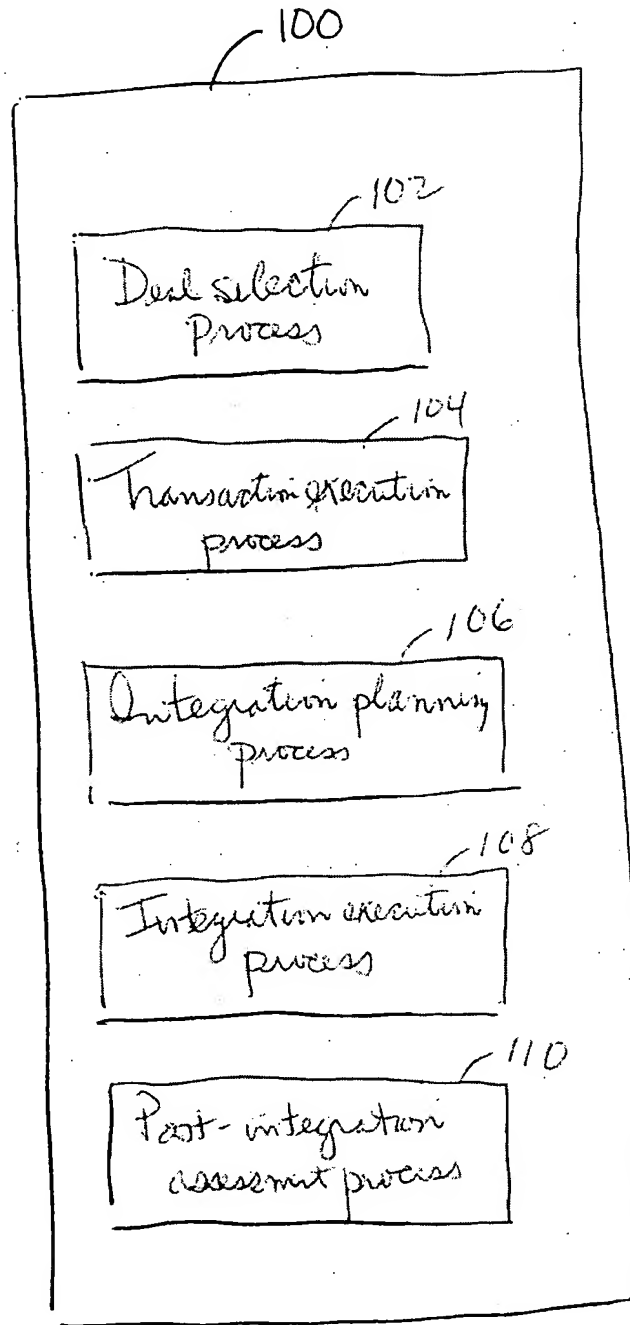


FIG. 2

500

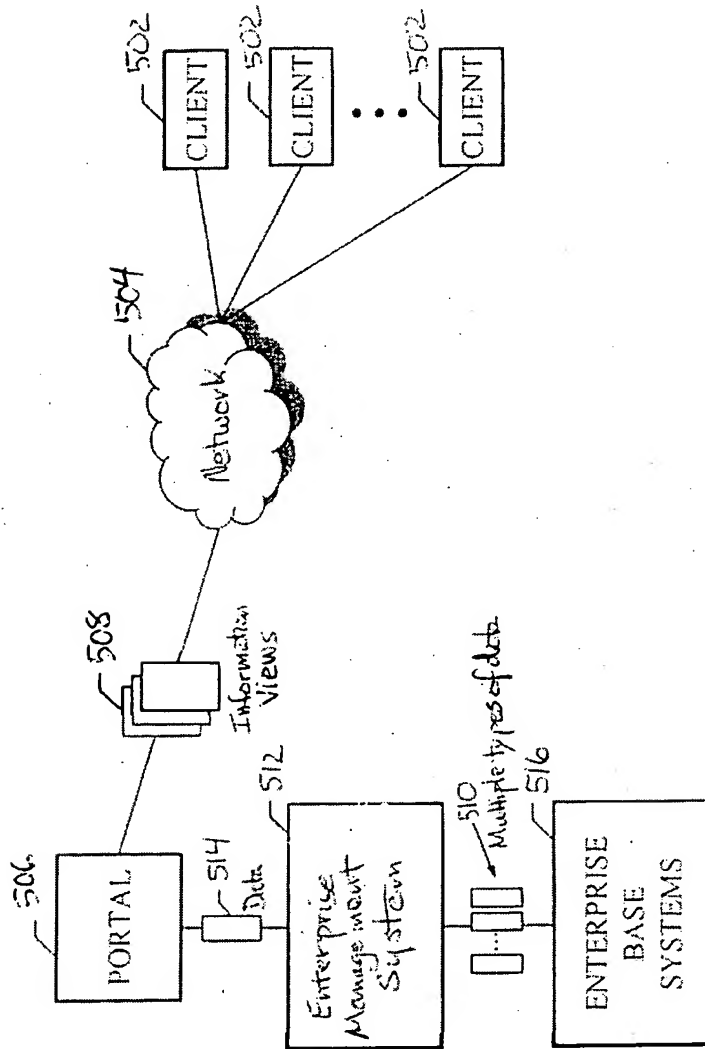
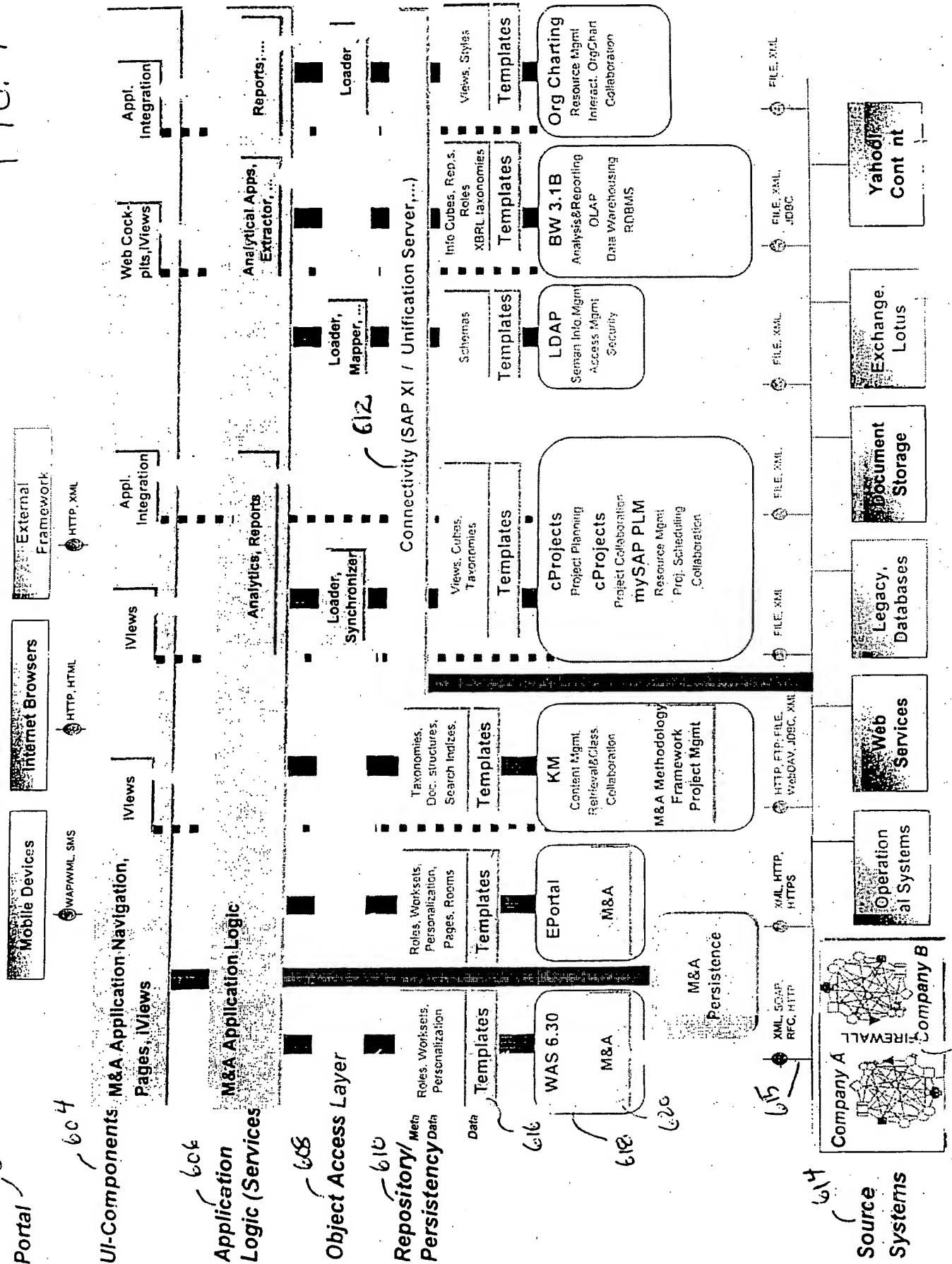


FIG. 3

FIG. 4

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602 Portal



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F16.5

FIG. 5A

1315 1208 1300 1202

Marine Systems Inc. Sales Task Force

Home • Account Connection • Customer Transition • File Sharing • Discussion • Calendar • Deliverables

Account Assignment 1316

Account Connection 1317

Account Profile: Special Western Region Top 100 Accts 1323

Account: 1330 Special, Inc. 1334 1336

Rank Account 1332 Value Executive

1 West Marine Inc. -1339 17,504 Joe Dylan - 338 2 West Marine Inc. -1339 1340

2 Newport Ship Yards 6,154 Mark Quilone 12 Newport Ship Yards 1346

3 Dave's Ways 5,814 Michele Carter 3 Dave's Ways, Inc. 1342

4 Gold Rock Ship Yard 4,357 5,144 Jordan McGee 1 Gold Rock 1344

5 Victory Island Yachts 3,804 (pending) 5 Victory Island Yachts 1345

6 Sydney Sailing Group 3,714 David Bront (n/a) (no match) 1346

1331 1333 1345

Accounts Addressed: 1 of 12

Assignment -1347

Executive: Allen Karwell -348 Cooperative -1341

Donald Butler ✓ Donald Butler

Alice Wendel ✗ Cooperative

Jon Ferrel ✗ Cooperative

Karl Huce ✗ Karl Hope

Joe Dylan ✗ Joe Dylan

1390 1395

Filters | Advanced... Actions

Synchronize with Outlook 1392

Schedule a New Meeting

Calendar Help

FIG. 6

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Schedule Rollout	
1420	Template: [Default Template] - 1425
1431	Status: Action Item - 1432
X	Notify AEs of account assignment - 1440
X	AE Personalized Communication - 1442
X	Customer Communication - 1444
X	Cross-Selling Pro-Flying Buyers - 1446
X	Retention Plan - 1448
Notify AEs of Account Assignment - 1440	
1450	Save Cancel - 1452
Notification Template: [Standard Notification] - 1447	
1445	Dear Account Executives: Due to the acquisition of Marine Systems, we have consolidated client accounts which have counterparts in both companies. The decision was made based on numerous factors.
1462	Send to: [Listed AEs] - 1470
1464	Trigger Date: [Day 1] + 0 [days]
1466	Response Due: [Day 1] + 3 [days]
1469	Exception: [Alert me] via [Email]

F/6. 8

Fig. 9

FIG. 10

FIG. 11.

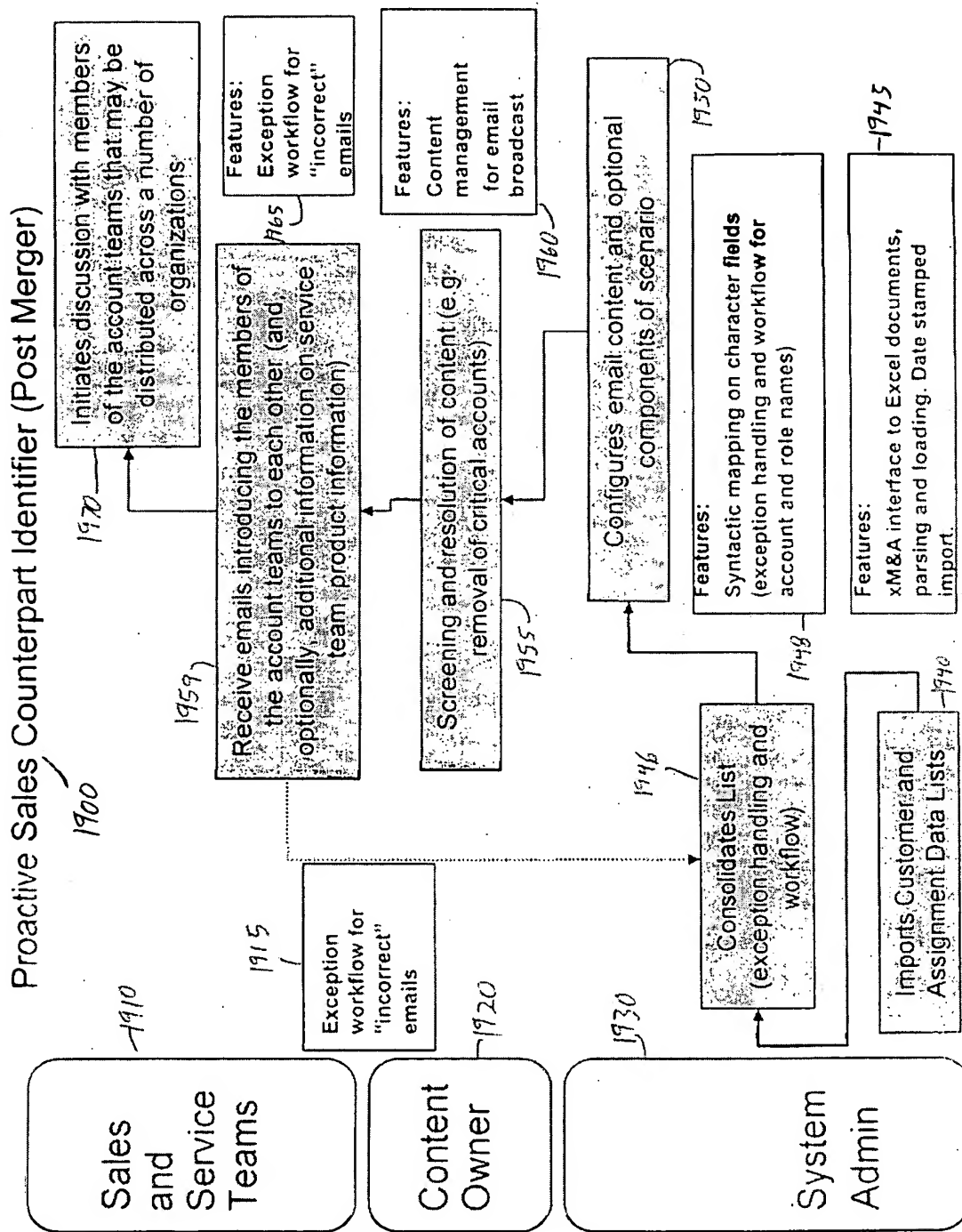


FIG. 12

1915
1209
2000
1202

Marine Systems Inc.
Welcome, J.J. Martin | Personalize

Home • Sales Integration • Transition Cockpit • File Sharing • Discussion • Calendar • Deliverables

Action Planning

Account Consolidation

AE Management

Cross Selling Planning

Monitor

Files | Advanced

Actions

Add New Action

Manage Templates

Manage Profiles

Team

Sales Task Force
Transition Cockpit

Action Planning: Special Western Region Top 100 Accts - 1605
Short Automation - 1620

Add New Action Item

Status

Action Item

AE Personalized Communication

Customer Communication

Cross-Sell Opportunities

Retention Plan

Type

Auto Email

User Action

Communication

Cross-Sell

User Action

Template

Standard AE Transfer

[define]

[define]

[define]

[define]

Owner

System

System

...

...

...

...

Due

Feb. 18, 2003

Mar. 18, 2003

Mar. 12, 2003

Mar. 20, 2003

Exception Handling

Ennis J.J. Martin

[define]

[define]

[define]

[define]

Cross-Sell Opportunities - 646

Opportunity Name: Clients for Specialized Virtual Customers

Actions - 2044

Notification Template: 2045

Send to: -2062

Trigger Date: 2064

Day 1: 2076

Day 2: 2075

F16, 13

F16.14

1375-

221512081202

Marine Systems Inc.

Welcome, J.J. Hutton Personalize

Home • Sales Integration • Transition Cockpit • File Sharing • Discussion • Calendar • Deliverables

Sales Task Force

Announcements

06/02/02 Christopher Jacobs
Welcome to the Operations Task Force
This portal is intended to aid your job during the merger of Offshore and Speedial. The Steering Committee will ask for a set of proposals from your task force. The task...
Read

My Tasks

Synchronize Outlook

Task

☐ Look over Mark's Network Proposal
☒ Get a look at the Network Proposal
☐ Take a look at Luke Chen's Candidate for Network Team in Atlanta
☐ Propose a bid for IT Department

My Deliverables

View all deliverables

Assigned

Due Name Stat

07/25/02 IT Infrastructure 0
08/16/02 Facility Management 0
09/20/02 IT Rollout Schedule 0

My Meetings

Synchronize Outlook

View Calendar

Date Event

07/01/02 Milestone 1 (Atlanta)
07/17/02 Milestone 2 (Video Conf)
07/25/02 Milestone 3 (San Diego)
08/16/02 Milestone 4 (Atlanta)
09/05/02 Milestone 5 (Atlanta)

2220

Operations Task Force Team

2222

Refresh Views | Set other team

2223

Name Role: Primary Phone Local Time Message

☒ Enriquez Martinez IT Lead (IT) (252) 555-4857 3:07 pm Available
☒ Bonham Facilities US (312) 454-9160 3:07 pm Available
☒ Elizabeth Brown Property Manag (404) 399-0086 3:07 pm Busy
☒ Lu Chen Facilities Asia (856) 422-5062 3:07 am Available
☒ Joe Dordick IT Europe +33 1 40 88 84 49 3:07 pm Available
☒ Martin Ellis Facilities Europe (404) 901-9543 3:07 pm Available
☒ Mark Michaels Networks US (619) 345-7801 12:07 pm Available

F16.15

FIG. 16

1208 2400 1202

Marine Systems Inc.

2415

Home • Sales Integration • Transition Cockpit • File Sharing • Discussion • Calendar • Deliverables

Operations Discussions

Manager Team Discussions

Search

File | Advanced

Actions

Start a Discussion Thread

Start a Chat Session

Manage Subscriptions

Chat Help

Discussion Help

Team

Manage Team Members

Enrique Martinez (252) 555-3532

Bob Arnold (212) 236-1822

Elizabeth Brown (404) 399-0088

Li Chen (866) 234-5042

Joe Douglas (713) 345-3422

Martin Ellis (404) 514-2343

Mart Michaels (619) 345-7801

Welcome, J.J. Martin Personalize

Sales Task Force

Operations Task Force Discussions

Who should join the ERP migration project?

2406 2404 2405 2407

Joe Douglas 5/22/02 2:18:16 PM 2455-A

Martin Ellis 5/22/02 2:18:48 PM

Elizabeth Brown 5/15/02 9:27:58 PM

Bob Arnold 5/15/02 9:28:35 PM

Document management system - Firewall access

Tom Johns should be included

Can someone point me to where I could find the Network security standards? I am mainly looking for the HTTPS license authority you are using, and PC browsers security standards by Positions.

Bob

Enrique Martinez 5/15/02 9:28:35 PM

Contact Jim P. Brown he could help

Jim is a good guy and knows the security stuff inside and out.

Phone: 404-331-0988 , email: james.brown@offshore.com

Enrique

Reply Delete Close Subscribe

Subscribe to the Discussion

2430 2435 2440

2420 2422

2460

F16.17

Applicant(s): Sven Schwerin-Wenzel, et al.
SALES MANAGEMENT

1208 2500 1202

Marino Systems Inc. 2525 Home • Sales Integration • Transition Cockpit • File Sharing • Discussion • Calendar • Deliverables

Welcome, J.J. Martin Personalize

Sales Task Force

Deliverables Portfolio

2527 My Assigned Deliverables

Title - 2531

Consolidated Sales Force - 2560

2535 My Requested Deliverables

Title

You currently have no requested deliverables

Task Force Assigned By Due Date Status

Project Management ☒ Carol Ollard November 1, 2003 Not Started

Task Force Assigned By Due Date Status

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Marine Systems Inc. 2625

Home • Sales Integration • Transition Cockpit • File Sharing • Discussion • Calendar • Deliverables

Sales Task Force

Action Planning

Please select the Reference Model and Profiles you want to plan on.

Reference Model (Template) - 2630

Project Colors - 2633

Short Assignment - 2635

Custom-built Reference Model - 2634

Account Profiles - 2640

Special Western Region Top 10% Accts - 2642

Accounts include: West Marine, Newport Ship Yards, Dave's Ways, Gold Root Ship Yard, etc.

Special Eastern Region Top 10% Accts - 2644

Accounts include: Mary's Village, Ship-A-Ton, East Sails Inc., American Ship Explorers, etc.

Marine Systems Top 5% Accts - 2648

Accounts include: West Marine, Dave's Ways, Gold Root Ship Yard, Wind and Sun Sails, Inc., etc.

File | Advanced | Search

Actions (1)

Add New Action

Manage Templates

Manage Profiles

Team (4)

Manage Team Members...

☒ J.J. Meritt (252) 555-1212

☒ Emma Besson (252) 555-1212

☒ Karl Ashvini (252) 555-1212

☒ Jeff Naka (252) 555-1212

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Fig. 19

2700

File Edit View Insert Format Tools Go Home Help

Reply Reply to All Forward Print X

From: J.J. Martin - 12/02/03
To: Joe Dylan - 11/13/03
Subject: Cross Selling Marine Systems Proline - 11/7/03

Sent: Mon 2/10/2003 11:29 AM

Joe,
Your accounts Boston Whaler, Miami Performance and Lido Yacht Sales are all ideal candidates to buy Manne Systems' Proline sailing products.

The products included in this cross selling opportunity are:
2400 series high-speed hand winches
2600 series high-speed self-tailing hand winches
Proline Composite Roller Blocks
Proline Composite mast system
Proline Kevlar Sails
(product names are linked to associated documentation)

All these products complement existing Speedial products and are excellent opportunities to extend sales. Please follow the below link to retrieve the sales strategy documents for this cross selling opportunity.
[sales_strategy_proline.pdf](#) - 2730

If you have any questions regarding this or the merger, feel free to contact me.
Regards,
JJ

J.J. Martin - 12/02/03
VP, Sales
Manne Systems Inc.
T 252-555-3372
F 252-555-3565
E jmartin@mannesystems.com
<http://www.mannesystems.com>

Fig. 20

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2300

Account Consolidation: Marine Systems - Message (Rich Text)

File Edit View Insert Format Tools Actions Help

Reply Reply to All Forward Print

From: J.J. Martin - 12:02 PM
To: Joe Dwyer - 11:13 AM
Subject: Account Consolidation: Marine Systems

Joe,

Effective March 8th 2003, you will lead the combined Marine Systems-Speedal account of West Marine Inc. The current account lead from Marine Systems is Allen Maxwell. Allen has been notified of the change and will help you consolidate customer contacts in the coming weeks. By March 8th should be completely up to speed on all of Marine Systems products.

Allen Maxwell can be reached at:
Office: 212-555-6711
Email: allen.maxwell@marinesystems.com
Manager: Hanna Jones
Email: hanna.jones@marinesystems.com

If you have any questions regarding the transition or the merger in general, feel free to contact me.

Congratulations and happy selling!
Regards,
JJ

J.J. Martin
VP, Sales
Marine Systems Inc.
T 212-555-1372
F 212-555-1365
E jmartin@marinesystems.com
http://www.marinesystems.com

2750

F16.21

2900 Returned Items - Cleats		2908	2910	2920	2922
2905 Distribution channel	Sold-to party	Percentage of returned items	Number of returned items	Number of ord	
Offshore	Marha		4,000		
2930	Ship-IT		5,000		
	Cruis U.S.		5,000		
	Technik		4,000		
	Alpha-Systems		4,000		
2935	Result	19,520,19%	22,000		
2914	ALDO	14,68667%	13,000		
	Intrasoft		17,000		
	ShopsAre US		2,000		
	C.P.N. AG		17,000		
	Lampen-Markt GmbH		13,000		
	Result	14,90385%	62,000		

2940 Sales growth / by distribution channel
2950 Offshore -2912

2950 Items	2970 Percentage of change	2980 Number of items	2990 Y.T.D WW Total
2960 Sold-to party			
Ship IT		4,000	25,000
Martha		3,000	12,000
Intrasoft		17,000	153,000
Becker/Frankfurt		5,000	25,000
ShopsAre US		2,000	4,000
Technik		7,000	37,000
Carbor GmbH		5,000	34,000
C.P.N.		20,000	165,000
Alpha-Systems		7,000	59,000
Lampen-Markt		13,000	60,000
Overall Result		124,000	785,000

Fig. 22

3001 3002 3003 3004 3005 3006 3007 3008

Display Standard Order 5143: Overview

3022 Orders 3015

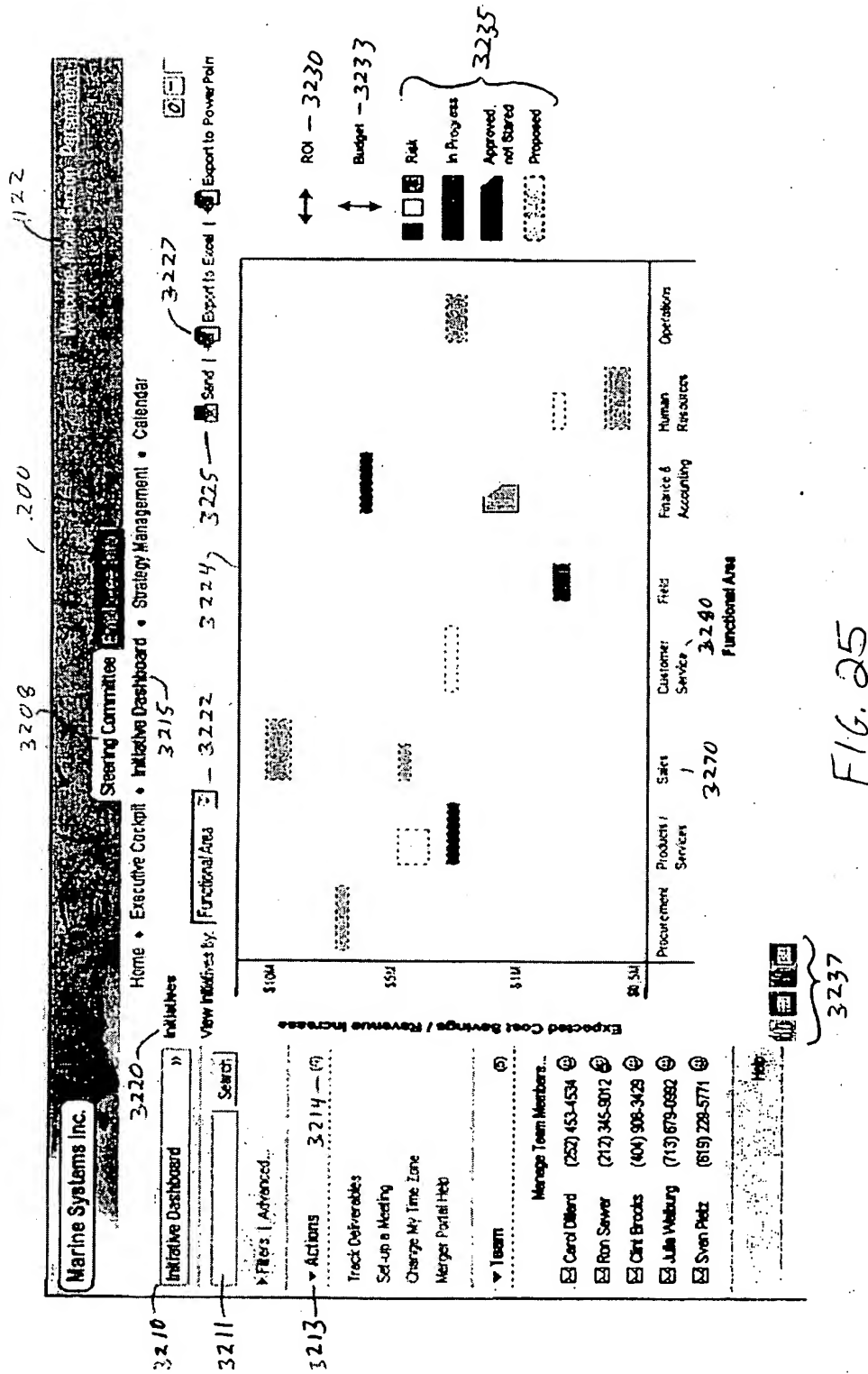
3011	Standard order	5143	2012 Net value	51.720,00 U.S.D.
3012	Order quantity	3505		
3013	Order date	1012		
3014	Order reference	1154446		

3041	Req. deliv. date	08.08.2002	3050	Deliver plant
3042	Complete div.	3051	Total weight	1.600 KG
3043	Delivery block		Volume	2 M3
3044	Billing block		Pricing date	25.07.1997
3045	Payment card		Exp. date	3054
3046	Payment terms	ZB01 14 Days 3%, 30/2%, Incoterms - 3055	CIP	
3047	Order reason			
3048	Sales area	1000 / 12 / 00	Sold for resale, Cross-division	

3060	All items								
3062	Item	Material - 3063	Order quantity - 3064	CU	S	Description	Customer material no.		
	10	Order 10-45		1	CL	Average size for 470T			

FIG. 23

Fig. 21F



3200

Expected Cost (\$)	Procurement	Products / Services	Sales	Customer Service	Field	Finance & Accounting	Human Resources	Operations	Cost / Headcount	ROI (%)
3240	3241	3239	3242	3280	3243	3244			3245	3246
Functional Area (Initiatives)			Risk	Strategic Objective						
▼ Procurement (1)			Low	Cost Savings					18,980,500	11
Global SCM Solution									18,980,500	11
▼ Products/Services (2)			Medium	Cost Savings					7,980,500	25.8
Collateral Reproduction									4,980,500	10
Service Bundle			High	Revenue Increase					2,770,000	15.8
▼ Sales (2)			Low	Cost Savings					8,090,000	100
Customer Channels Realization			Low	Revenue Increase					3,010,000	100
▼ Customer Service (1)			Low	Revenue Increase					5,080,000	100
Upgrade Services			Low	Revenue Increase					5,080,700	50
▼ Field (1)			Low	Revenue Increase					5,080,700	50
Customer Acquisition			Low	Revenue Increase					3,981,000	100
▼ Finance & Accounting (2)			High	Cost Savings					3,981,000	100
Financial System Consolidation			Low	Cost Savings					2,000,500	17
Process Re-engineering			Low	Cost Savings					730,500	6.8
▼ Human Resources (2)			Low	Revenue Increase					1,270,000	10.2
Operations Expansion			Low	Revenue Increase					307,500	100
									580,000	4.8
									580,000	4.8

FIG. 26